

Message Text

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PAGE 01 BUCAR 05939 191532Z

44

ACTION EUR-12

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R 191325Z NOV 75
FM AMEMBASSY BUCHAREST
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UNCLAS BUCHAREST 5939

E.O. 11652 N/A
TAGS: BEXP, RO
SUBJ MATERIALS HANDLING TECHNICAL SALES SEMINAR (TSS)

REF: (A) USDOC 16847 (NOTAL); (B) BUCHAREST 2512 (NOTAL)

1. SORRY TO LEARN ROMANIA DROPPED FROM SCHEDULE FOR
MATERIALS HANDLING EQUIPMENT TSS. ALTHOUGH WE DID NOT
RANK THIS AREA AMONG OUR TOP PRIORITIES FOR THEMES (REF B)
BECAUSE OF THE NUMBER OF ORGANIZATIONS INVOLVED, OUR
CONTACTS SO FAR HAVE SHOWN SUBSTANTIAL INTEREST IN THIS
THEME. OUR TENTATIVE READING IS THAT IT WOULD BE SUCCESSFUL
HERE.

2. PRINCIPAL FOREIGN TRADE ORGANIZATION CONTACTED SO FAR
IS MECANOEXPORTIMPORT, WHICH IMPORTS CRANES AND HOISTS
OF VARIOUS TYPES FOR DIFFERENT SECTORS OF THE ECONOMY, AND
EVEN TRIED TO RECRUIT HARNISHFEGER FOR THE SEMINAR. THEY
ARE INTERESTED IN OVERHEAD CRANES, CRANES MOUNTED ON
TRUCKS OR TRACK-LAYING VEHICLES, AND DIESEL OR ELECTRIC
MACHINES FOR PILING MATERIALS (TIMBER, LUMBER, CHEMICAL
CONTAINERS, ETC.). THEY EXPRESSED SPECIAL INTEREST IN
EXPLOSION PROOF ELECTRIC HOISTS AND PILING MACHINES,
AND IN HOISTING MAGNETS FOR FERRO-ALLOYS. THEY NEED A
DELIVERY TIME OF NO MORE THAN SIX MONTHS FOR MAGNETS,
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PAGE 02 BUCAR 05939 191532Z

AND HAVE PRESUMED THAT U.S. SUPPLIERS COULD NOT MEET

SUCH A SCHEDULE.

3. PLEASE (A) CONSIDER ROMANIA "FIRST ALTERNATE" IF
ANOTHER COUNTRY DROPS OUT, AND (B) ENCOURAGE PARTICIPANTS
TO VISIT ROMANIA ON THEIR OWN AT END OF TSS. WE WOULD
BE WILLING TO CHECK MARKET POTENTIAL FOR PARTICIPANTS IF THEY
ARE WILLING TO COME.
VIETS

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